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STATE OF HAWAII
REQUEST FOR EXEMPTION FROM CHAPTER 103D, HRS

TO: Chief Procurement Officer

STATE PROCUREMENT OFFICE
STATE OF HAWAIIFROM: DBEDT/Strategic Marketing & Support Div./Service Trade Branch
(Department/Division/Agency)

Pursuant to § 103D-102(b)(4), HRS, and Chapter 3-120, HAR, the Department requests a procurement exemption to purchase the following:

Description of goods, services, or construction:

Services related to economic development activities for the City and County of Honolulu, Island of Oahu; to develop a process of targeting existing industries, creating sector strategies, and developing and implementing marketing programs to promote these industries for the City and County of Honolulu.

Name of Vendor: Enterprise Honolulu Address: 737 Bishop St., Ste. 2040 Honolulu, HI 96813	Cost: \$ 10,000.00
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Term of Contract:	From:	To:	Prior Exemption Ref. No. (if applicable)
	October 1, 2004	September 30, 2005	

Explanation describing how procurement by competitive means is either not practicable or not advantageous to the State:

See Attachment A

Details of the process or procedure to be followed in selecting the vendor to ensure maximum fair and open competition as practicable:

As stated in the previous section, Enterprise Honolulu's capabilities are best suited to the described services.

A description of the agency's internal controls and approval requirements for the exempted procurement:

The Strategic Marketing & Support Division (SMSD) will be required to submit a request for project approval for this procurement, which will be reviewed by the Division Administrator, the DBEDT Contracts Office and both the Director and Deputy Director.

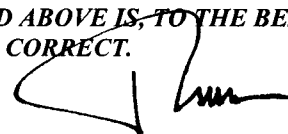
A list of agency personnel, by position title, who will be involved in the approval process and administration of the contract:

Ted Liu, Director
Steve Bretschneider, Deputy Director
Dennis T. Ling, Program Administrator, Strategic Marketing & Support Division
Jamie Lum, Economic Development Specialist
Eileen Harada, Contracts Specialist
Wendy Yoshinaga, Fiscal Officer

Direct questions to: Dennis T. Ling

Phone Number:
587-2755This exemption should be considered for list of exemptions attached to Chapter 3-120, HAR: Yes ☐ No ☐

***I CERTIFY THAT THE INFORMATION PROVIDED ABOVE IS, TO THE BEST OF MY KNOWLEDGE,
TRUE AND CORRECT.***



AUG 04 2004

Department Head or Designee

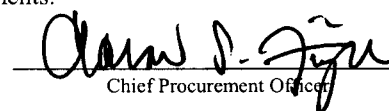
Date

Title (If other than Department Head)

Chief Procurement Officer's Comments:

This exemption is for the solicitation process only, Chapter 103D-310, HRS, shall apply.

Please ensure adherence to applicable administrative requirements.

☒ APPROVED☐ DISAPPROVED 8/27/04
Chief Procurement Officer Datecc: Administrator,
State Procurement Office

Attachment A

The vendor required to perform this service must have a county focus but also have the ability to work on a statewide level. Enterprise Honolulu, whose primary mission is to generate jobs and tax revenues for the island of Oahu, works closely with the economic development boards of the other three counties. There is a commonality of projects that already exists between these entities based upon the mutual interests of the respective counties, thus creating a strong synergistic approach to economic development from a "grass roots" level.

Enterprise Honolulu has a broad-based membership, thus representing a good cross-section of Oahu's private sector businesses. They also maintain a close relationship with the City & County government, non-profit business entities and community-based organizations. As a result, they are able to secure partnerships and contributions that, when leveraged with State resources, enable us to carry out programs that penetrate the public and private sectors at multiple levels.

In addition, Enterprise Honolulu has a true "team player" attitude and brings manpower resources to the table.

Finally, Enterprise Honolulu has a proven track record with the State, having worked on past projects such as the 2003 SPIE Optical Science & Technology International Conference & Exhibition, the Hawaii Business Mission to Silicon Valley in May 2003, the BIO 2004 Annual International Convention, and a lead-tracking system that EH developed to follow the progress of prospective businesses and investments.

This is the cooperation between counties/islands that the State is seeking in a potential vendor for this project. Therefore, procurement by competitive means is neither practicable nor advantageous to the State, as Enterprise Honolulu has the capabilities that are best able to represent the State's varied interests.

Please note that although this agreement is for less than \$25,000, this is a recurring award, and therefore the aggregate total exceeds the small purchase maximum. Awards in the past three years are as follows:

<u>Effective Date of Agreement</u>	<u>Amount</u>
2/13/04	\$10,000
10/16/02	\$20,000
11/15/01	\$13,500

STATE OF HAWAII
NOTICE OF EXEMPTION FROM CHAPTER 103D, HRS

The Chief Procurement Officer is in the process of reviewing the request from the Department of Business, Economic Dev. & Tourism for exemption from Chapter 103D, HRS, for the following goods, services, or construction:

Services related to economic development activities for the City and County of Honolulu, Island of Oahu; to develop a process of targeting existing industries, creating sector strategies, and developing and implementing marketing programs to promote these industries for the City and County of Honolulu.

Vendor: Enterprise Honolulu
Address: 737 Bishop St., Ste. 2040
Honolulu, HI 96813

Term of Contract:	From:	To:	Cost:
	October 1, 2004	September 30, 2005	\$ 10,000

<p>Direct any inquiries to: Department: Business, Economic Development & Tourism Contact Name/Title: Dennis T. Ling, Administrator Address: 250 S. Hotel St., Ste. 503 Honolulu, HI 96813</p>	<p>Phone Number: 587-2755 Fax Number: 586-2589</p>
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August 5, 2004
Date Posted: _____

A copy of this notice of exemption from Chapter 103D, HRS, shall be posted by the Chief Procurement Officer and the purchasing agency in an area accessible to the public, at least seven (7) calendar days prior to any approval action.

Submit written objections to this notice to issue an exemption from Chapter 103D, HRS, within seven (7) calendar days from the date posted to:

Chief Procurement Officer
Office/Agency SPC
Address 1151 Punchbowl St # 416
Hon HI 96813